

What is claimed is:

- 1 1. A method comprising:
2 electronically enabling people who belong to an
3 enterprise to define a goal that is related to managing a
4 relationship with a customer of the enterprise;
5 providing a graphical user interface that enables the
6 people to cooperate to make complex decisions that will
7 advance the achievement of the goal; and
8 providing features in the interface that enable the
9 people to make the complex decisions in a manner that
10 inherently and continually improves their ability to make
11 subsequent complex decisions.
- 1 2. The method of claim 1 in which the goal comprises
2 improving customer satisfaction.
- 1 3. The method of claim 1 in which the features provided
2 in the interface include access to desktop applications for
3 creating documents, maintaining databases and spreadsheets,
4 and managing projects.
- 1 4. The method of claim 1 in which the features provided
2 in the interface include access to enterprise customer
3 relationship databases.
- 1 5. The method of claim 1 in which the features provided
2 in the interface include access to filtered lists.
- 1 6. The method of claim 1 in which the features provided
2 in the interface include access to collaboration tools.
- 1 7. The method of claim 1 in which the features provided
2 in the interface include access to assessment and growth
3 tools.

1 8. The method of claim 1 in which the features provided
2 in the interface include a game environment that enables a
3 user to conduct a simulated activity associated with managing
4 a customer relationship.

1 9. The method of claim 1 in which the features provided
2 in the interface include authoring tools that guide a user in
3 writing a story related to managing a customer relationship.

4 10. The method of claim 1 in which the interface is
5 arranged to include a displayed area that identifies customers
6 with which the user of the interface is associated.

1 11. The method of claim 1 in which the interface is
2 arranged to include a displayed area that identifies customer
3 projects with which the user of the interface is associated.

1 12. The method of claim 1 in which the interface is
2 arranged to include a displayed area that identifies sources
3 of filtered information that is relevant to the activities of
4 the user of the interface.

1 13. The method of claim 1 in which the interface is
2 arranged to include a displayed area that enables a user of
3 the interface to invoke customer management tools that enable
4 the user to participate in making complex decisions in a
5 manner that inherently and continually improves his ability to
6 participate in making subsequent complex decisions.

1 14. The method of claim 1 in which the interface is
2 customized for each user to provide the user only with those
3 tools and information that he is permitted to access and that
4 are relevant to his work in managing customer relationships.

1 15. A method comprising:

2 generating an overview computer screen for a worker, the
3 overview screen containing information on one or more
4 customers associated with the worker and information on one or
5 more projects associated with the worker;

6 generating a customer computer screen for a customer on
7 the overview computer screen when the worker requests
8 information on the customer;

9 generating a project computer screen for a project on the
10 overview computer screen when the worker requests information
11 on the project; and

12 filtering the information on the overview, customer, and
13 project screens based on an access level of the worker.

1 16. article comprising a computer-readable medium which
2 stores computer-executable instructions, the instructions
3 causing a computer to:

4 provide workers in an organization with access to a
5 customer interface environment including data on customers of
6 the organization and projects related to the customers and to
7 a game environment providing simulations of real-world
8 scenarios involving the customers and the projects; and

9 allowing the workers to freely switch between the
10 customer interface environment and the game environment.

1 17. An article comprising a computer-readable medium
2 which stores computer-executable instructions, the
3 instructions causing a computer to:

4 store data on a number of customers associated with an
5 organization;

6 store data on a number of projects related to the
7 customers; and

8 automatically provide a worker in the organization with

9 data received from sources internal to and external to the
10 organization relating to customers and to projects associated
11 with the worker.

1 18. An electronic game environment comprising:
2 simulated personas of parties to the game, the personas
3 being defined in a manner that relates to customer
4 relationship management,
5 simulated roles of parties of the game, the roles being
6 defined in a manner that relates to customer relationship
7 management,
8 simulated activities that relate to customer relationship
9 management, and
10 simulated levels of play that relate to different levels
11 of complexity of customer relationship management.

1 19. An electronic story creation environment comprising:
2 a storyteller facility in which a user can enter elements
3 of a story, a scenario builder that enables a user to create a
4 scenario associated with a story,
5 a what-if scenario builder that enables a user to create
6 a scenario associated with alternative possible hypotheses,
7 and
8 a case create facility that enables a user to format the
9 story as a case for later use.

1 20. An electronic user interface comprising:
2 a map that illustrates relationships among members of a
3 team working on an enterprise management task,
4 the relationships being illustrated in a manner that
5 identifies the significance of the role of each member within
6 the team,
7 the relationships being illustrated in a manner that

8 identifies the frequency of interaction of the user of the
9 interface with other members of the team.

1 21. An electronic user interface comprising:
2 a map that illustrates relationships between a user of
3 the interface and a set of people who represent mentors of the
4 user, and
5 windows that display details about each of the mentors.

1 22. An electronic user interface comprising:
2 a facility that automatically assembles and displays a
3 history of communications and activities among members of a
4 team who are working on an enterprise task, and
5 a facility to annotate and manipulate the information in
6 the window to form the history into a case that can be studied
7 by others who are working on similar tasks.

1 23. An electronic user interface comprising:
2 a facility that guides a user in creating a story
3 associated with an enterprise task,
4 the facility including a graphical display of portions of
5 a story in accordance with a selected one of a set of
6 predefined story themes.